

# Safe-Harbor Statement

These presentations contain forward-looking statements (including, without limitation, statements regarding the return of value to our shareholders (including statements regarding our share repurchase program and our convertible debentures), the creation of a pure play business model, completion of our recently announced portfolio changes, information on our goals, priorities, orders, revenues, demand, growth opportunities, operating performance, cost structure, growth of the markets we sell into, Q4 business reacceleration, return on invested capital, future acquisitions and operating margins) that involve risks and uncertainties that could cause results of Agilent to differ materially from management's current expectations.

In addition, other risks that the company faces in running its operations include the ability to achieve our performance objectives while refocusing our businesses; the ability to execute successfully through business cycles while it continues to implement cost reductions; the ability to meet and achieve the benefits of its cost-reduction goals and otherwise successfully adapt its cost structures to continuing changes in business conditions; ongoing competitive, pricing and gross margin pressures; the risk that our cost-cutting initiatives will impair our ability to develop products and remain competitive and to operate effectively; the impact of geopolitical uncertainties on our markets and our ability to conduct business; the ability to improve asset performance to adapt to changes in demand; the ability to successfully introduce new products at the right time, price and mix, and other risks detailed in the company's filings with the Securities and Exchange Commission, including our Annual Report on Form 10-K for the year ended Oct. 31, 2004 and most recently filed Quarterly Report on Form 10-Q.

The company assumes no obligation to update the information in these presentations. These presentations and the Q&A that follows may include non-GAAP numbers. A presentation of the most directly comparable GAAP numbers and the reconciliations between the non-GAAP and GAAP numbers can be found at <http://www.investor.agilent.com> under "GAAP Reconciliations".



# Pittcon 2006: **Momentum in Measurement**

Orange County Convention  
Center

Orlando, Florida

March 13, 2006

**Chris van Ingen**

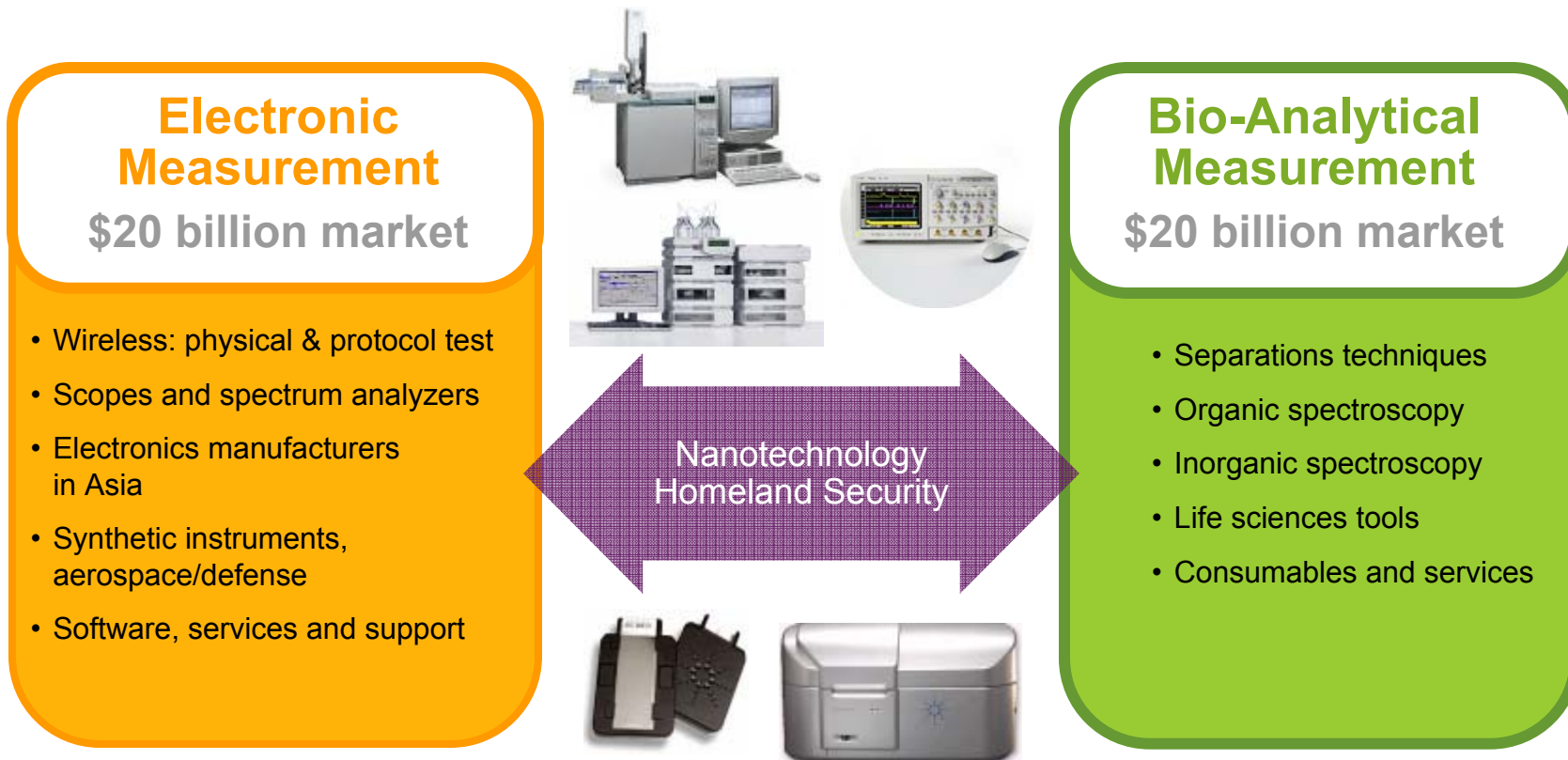
President

Life Sciences and Chemical Analysis



**Agilent Technologies**

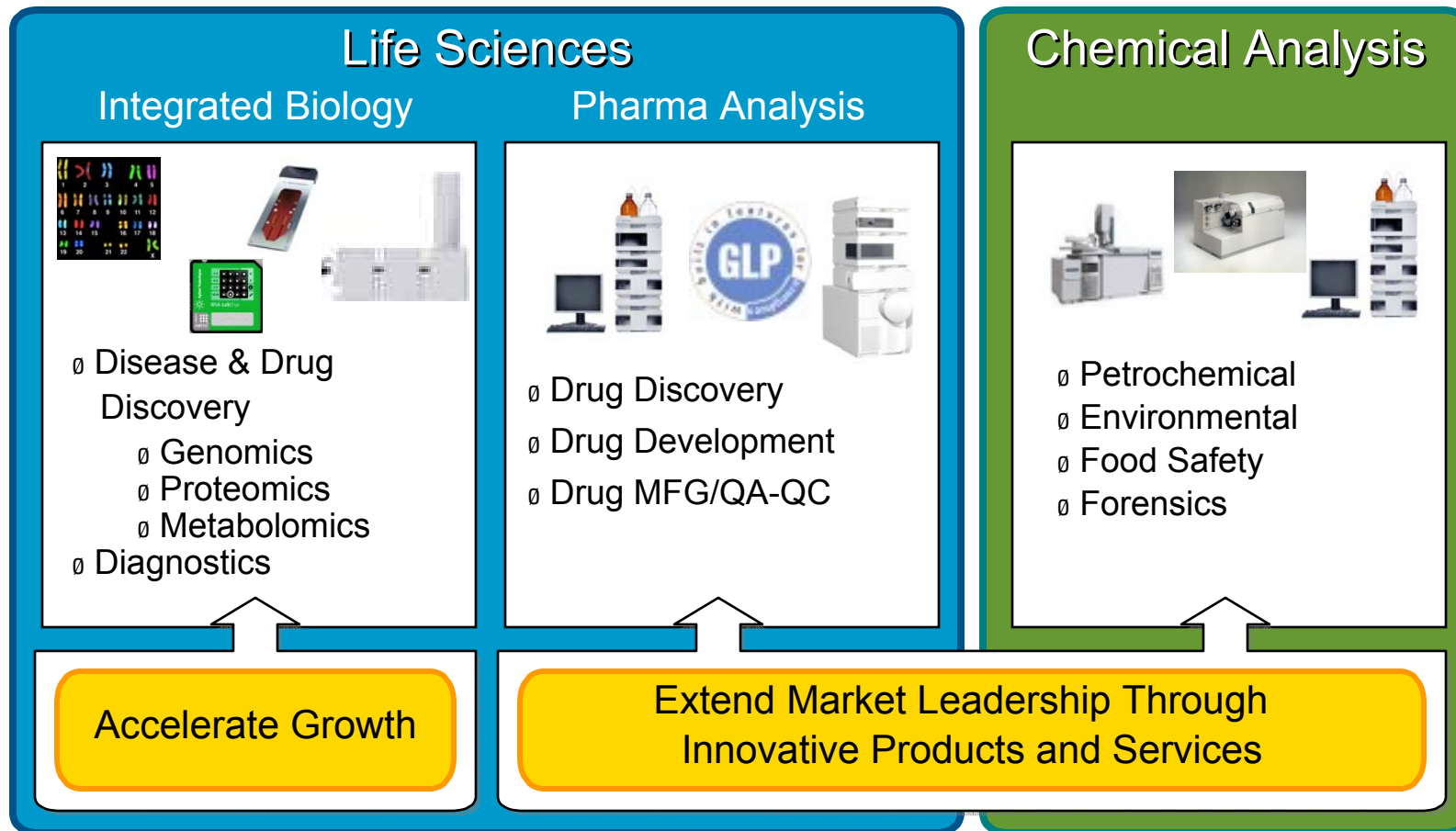
# \$40 Billion Measurement Market Opportunity



Agilent's goal is to grow faster than the market: > 10%

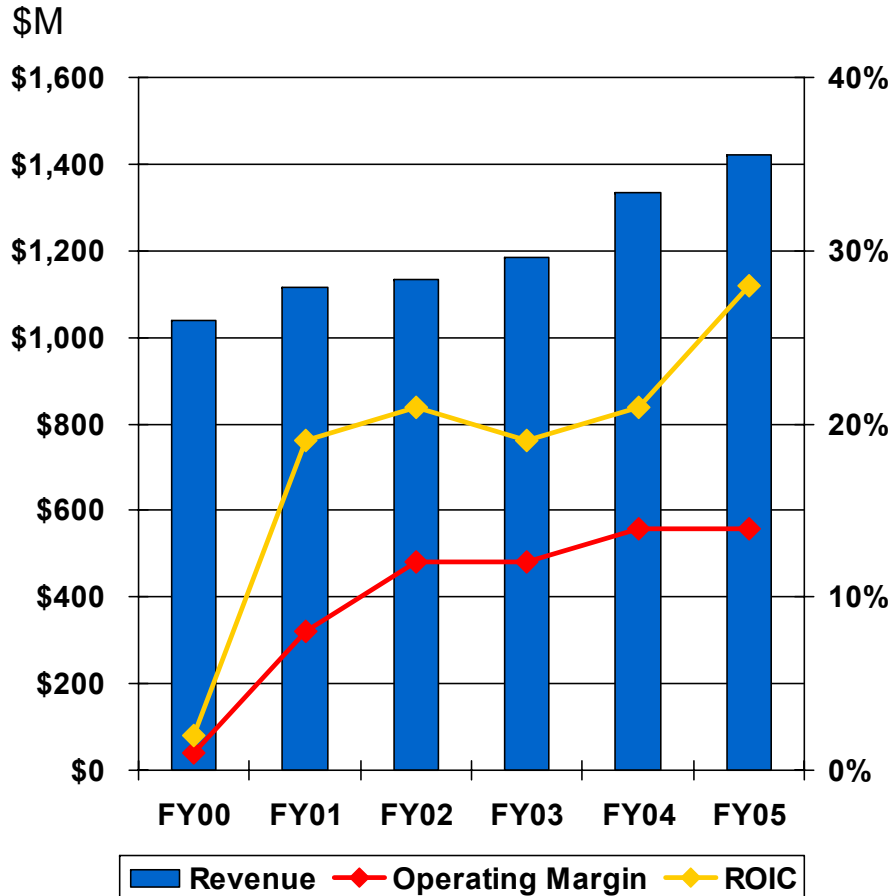
# Bio-Analytical Measurement

Market-focused portfolio



# Bio-Analytical Measurement

Strong financial performance continues in Q1 FY06



- ▶ Orders: \$378, + 6%
- ▶ Revenue: \$373M, + 5%
- ▶ Gross Margin: 50%, +1 ppt
- ▶ Operating Profit: \$52M, + 2%
- ▶ ROIC: 28%, - 1ppt

- Q1 FY06 performance includes:
- ▶ Integration of 3 acquisitions
  - ▶ Investments in new LC platform roll and new LC/MS products
  - ▶ Industry-leading receivables, inventory & ROIC

# Bio-Analytical Measurement

## Key Growth Initiatives

Extend market leadership with innovative products, services and informatics

### Core Platforms



- § Refresh core product platforms
- § Expand automation capabilities
- § Build/expand market leadership in China, India and Japan

### After Market



- § Achieve market leadership in HPLC columns and consumables



- § Expand Lab-wide services portfolio

### Laboratory Informatics



- § Converge Software platforms
- § Expand Application Software portfolio
- § Expand Lab Informatics portfolio (LIMS, ELN, OpenLab)

### Life Sciences



- § Expand array-based Genomics portfolio



- § Expand MS-based Proteomics and Metabolomics portfolio



- § Expand Lab-on-a-Chip fields of use

# Bio-Analytical Measurement

New Separations, LC/MS and Informatics Products in 2006

## Leading Separations

**New LC**



**Expanded HPLC-Chip Portfolio**



**Expanded Immuno-depletion Port**



**New Pre-Fractionation**

## New 6000 Series LC/MS:

High Performance    Reliable    Easy-to-Use

MS for LC detection



**MSD (Enhanced)**

MS/MS for identification



**ITMS (Enhanced)**

**Qualitative**

MS for profiling & accurate mass



**TOF (Enhanced)**

MS/MS for quantification



**QQQ (New)**

MS/MS for profiling & accurate mass



**QTOF (New)**

**Quantitative**

## Informatics



# Pittcon 2006: **The New 1200 Series LC**

Pittcon Press Briefing

March 13, 2006, Orlando FL

**Helmut Schulenberg-Schell**  
Worldwide Marketing Manager LC  
Systems and Modules

Life Sciences and Chemical Analysis









**Agilent Technologies**

# Agilent 1200 Series LC Systems and Modules

All the Performance, All the Time

# New 1200 Series System Configurations

					
<b>Preparative</b>	<b>Isocratic</b>	<b>Quaternary and Binary</b>	<b>Rapid Resolution LC, LC/MS</b>	<b>Capillary and Nano</b>	<b>HPLC Chip/MS</b>
<b>Better MS-based solutions &amp; software</b>	<b>Better quality, &amp; improved specs</b>	<b>Better quality, &amp; improved specs</b>	<b>Maximum speed &amp; resolution</b>	<b>Improved Usability</b>	<b>Maximum sensitivity, ease of use, robustness</b>

...plus new controller, software, columns, services and more.

# Rapid Resolution: 5 Major Benefits



## 1. Fastest

20X faster than conventional HPLC

## 2. Most efficient

60% higher resolution than conventional HPLC

## 3. Most flexible

RRLC & standard methods, standard & narrow bore columns  
Broad range of RRHT columns  
Fast method transfer: “HPLC to RRLC in 5 minutes”

## 4. Highest throughput

2000 Samples/Day with automated column regeneration

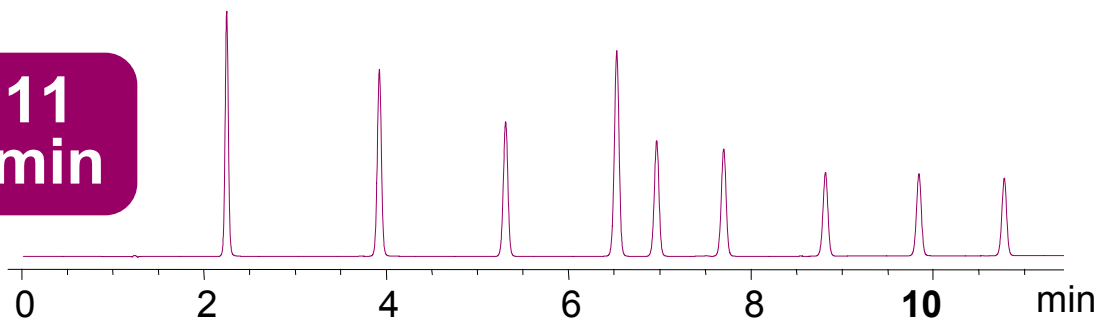
## 5. Best usability

More uptime, serviceability  
Intelligent services: “Push for Help”, proactive monitoring  
New level of instrument control and data handling

# Rapid Resolution: Fastest

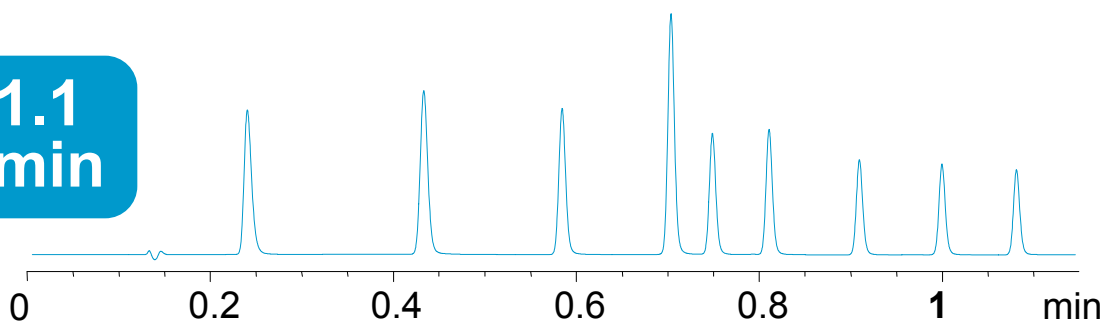
Liquid chromatography at millisecond scale, 27X faster

**11  
min**



4.6 x 150mm, 5 $\mu$ m  
1.20ml/min, 40°C  
PW = 3.4sec

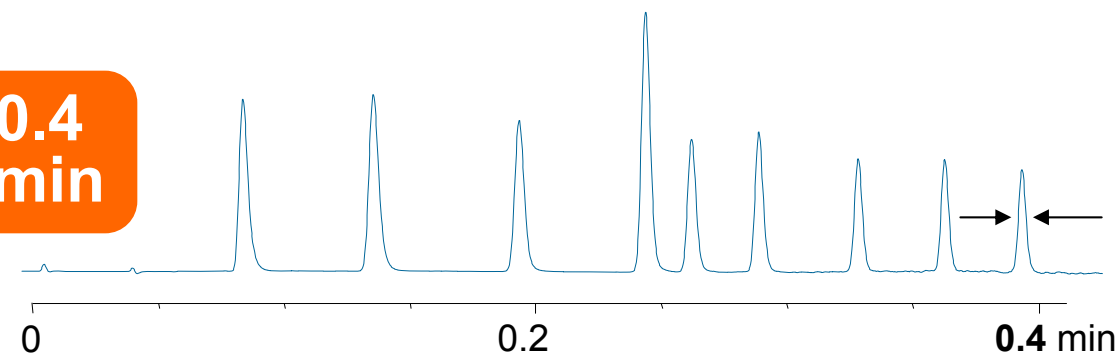
**1.1  
min**



2.1mm x 50mm, 1.8 $\mu$ m  
1.00ml/min  
RRLC, 40°C  
PW = 0.5 sec

**10X faster**

**0.4  
min**

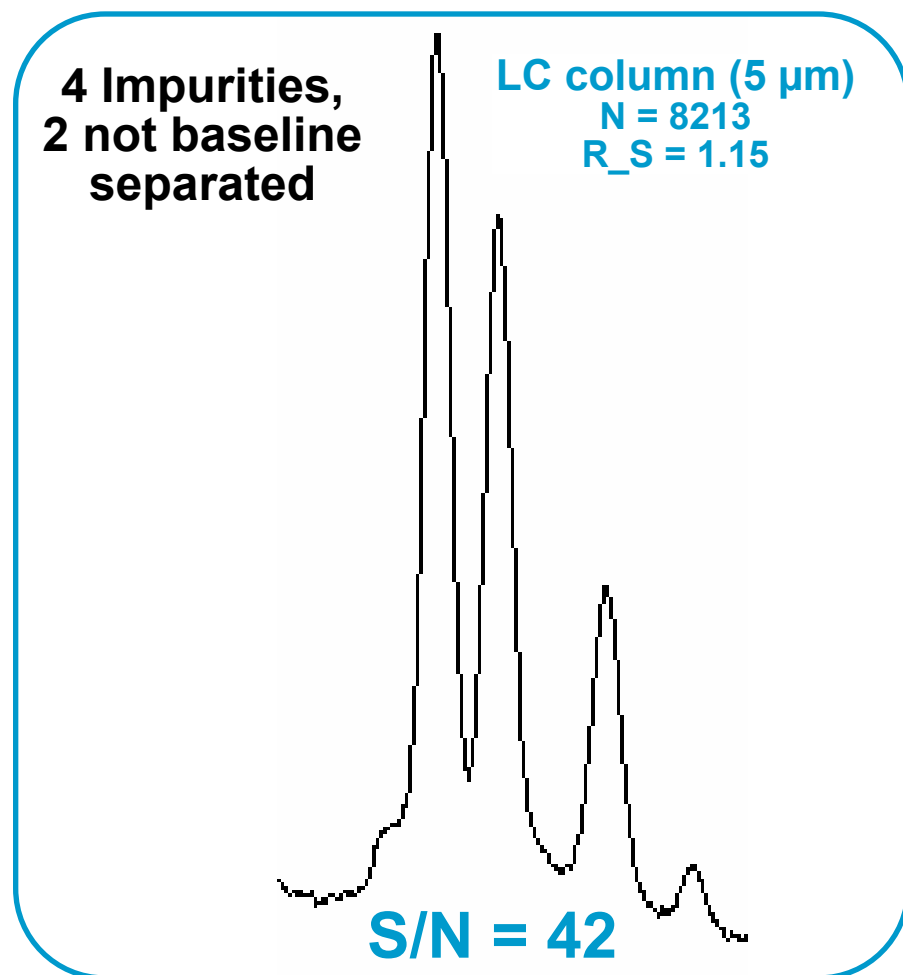


2.1mm x 50mm, 1.8 $\mu$ m  
2.40ml/min  
RRLC, 95°C  
PW = 197msec

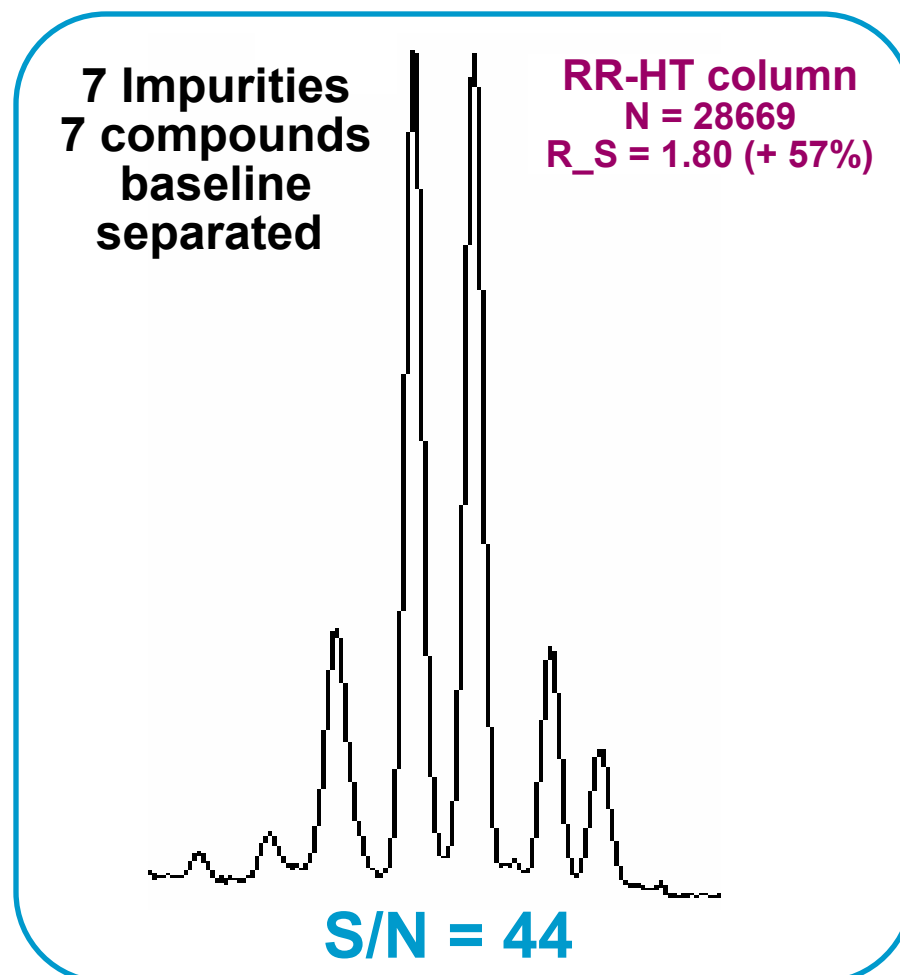
**27X faster**

# Rapid Resolution: Most Efficient

GC-like resolution (+60%) with No Loss in Sensitivity



Example: Isocratic Impurity Method - Zoom of critical time range @ 7min



System: 1200 RRLC System  
Columns: 4.6 x 150mm, Zorbax SB-C18

## Rapid Resolution: Most Flexible

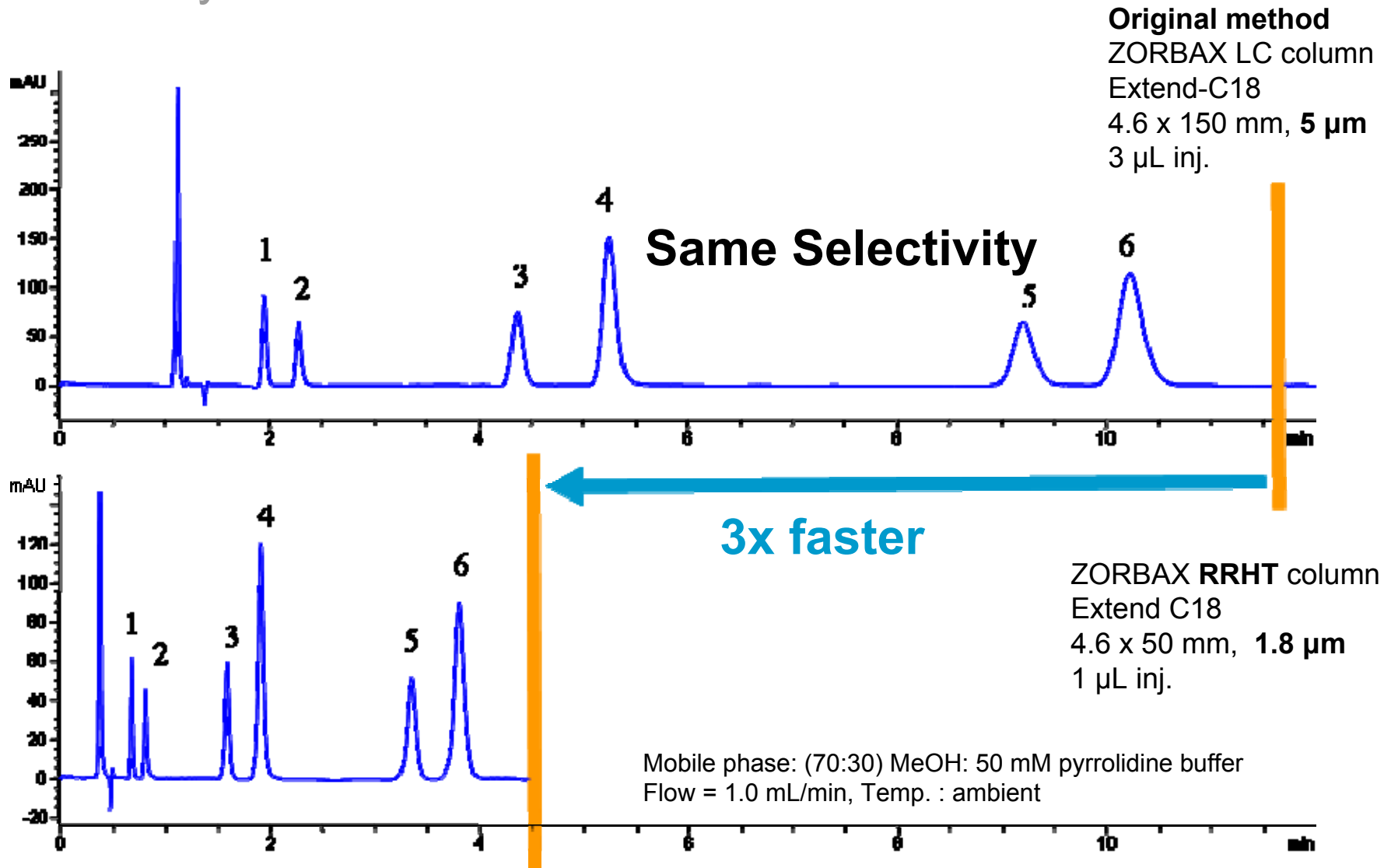
More than 80 RRHT choices for applications up to 600 Bar

- >20% less back pressure via engineered particle distribution
- Easy separation scalability due to identical selectivity independent of particle size and column dimensions
- High temperature stability to 90°C with ZORBAX StableBond
- High mechanical strength of ZORBAX particles for longevity



# Rapid Resolution: Most Flexible

For Easy Methods Transfer



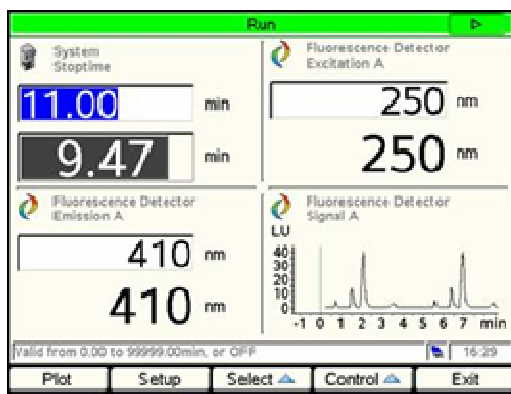
## Rapid Resolution: Best Usability

Better performance at dramatically lower pressure

System	Rapid Resolution	Supplier B
Column	RRHT, SB-C18, 2.1 x 50mm, 1.8um	A BEH, 2.1 x 50mm, 1.7um
Anal. Time	0.949 min	0.914 min
Resolution	3.69	3.50
Precision	0.025 – 0.094 %RSD	0.18 – 0.30 %RSD
Pressure	<b>440 bar</b>	<b>700 bar (+60%)</b>

# 1200 Series LC: Best Usability

## Instrument Control

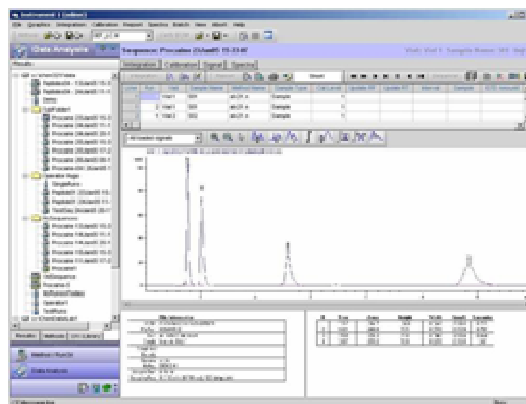


## Instant Pilot

- access to instrument setpoints and actuals
- Method/sequence transfer via USB stick



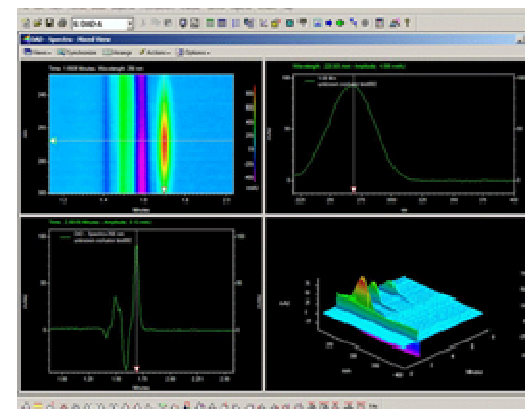
## Data Analysis



## ChemStation

- Windows XP interface
- Faster data analysis, retrieval and review
- Customizable interface
- Context sensitive help
- Faster cycle times
- 3rd party detector control

## Multi-vendor



## EZ Chrom Elite

- Controls 320 instrument modules from 25 different manufacturers
- Full 1200 support (autosampler, column thermostat, DAD)

# 1200 Series HPLC-Chip/MS System

Expanded range for small and large molecule applications

- Small molecule chip
- High Res Protein ID Chip
- Glycan chip
- Infusion chip
- Custom chip



*"We have more than doubled our productivity, analyzing four to six samples/hour instead of one or two that we could do with nanoflow-LC, and all at increased sensitivity."*

*Dr. David Stapleton, Bio21 Molecular Science and Biotechnology Institute*

## 6300 Series Ion Trap



## 6210 ESI-TOF

**NEW**





## Pittcon 2006: **The New 6000 Series LC/MS**

Orange County Convention  
Center

Orlando, Florida

March 13, 2006

**Taia Ergueta**

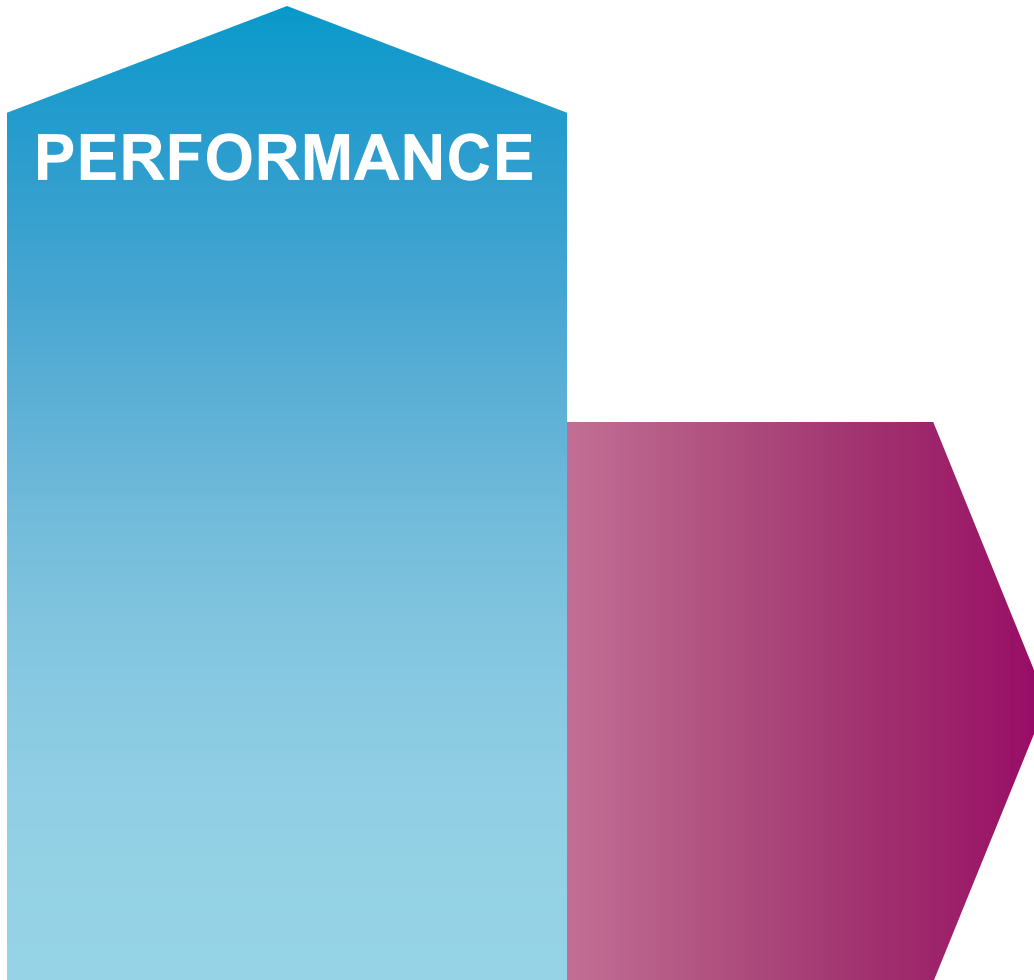
General Manager, Proteomics,  
Metabolomics and LC-MS businesss

Life Sciences and Chemical Analysis



**Agilent Technologies**

# Customer Feedback Drove Agilent MS Investment

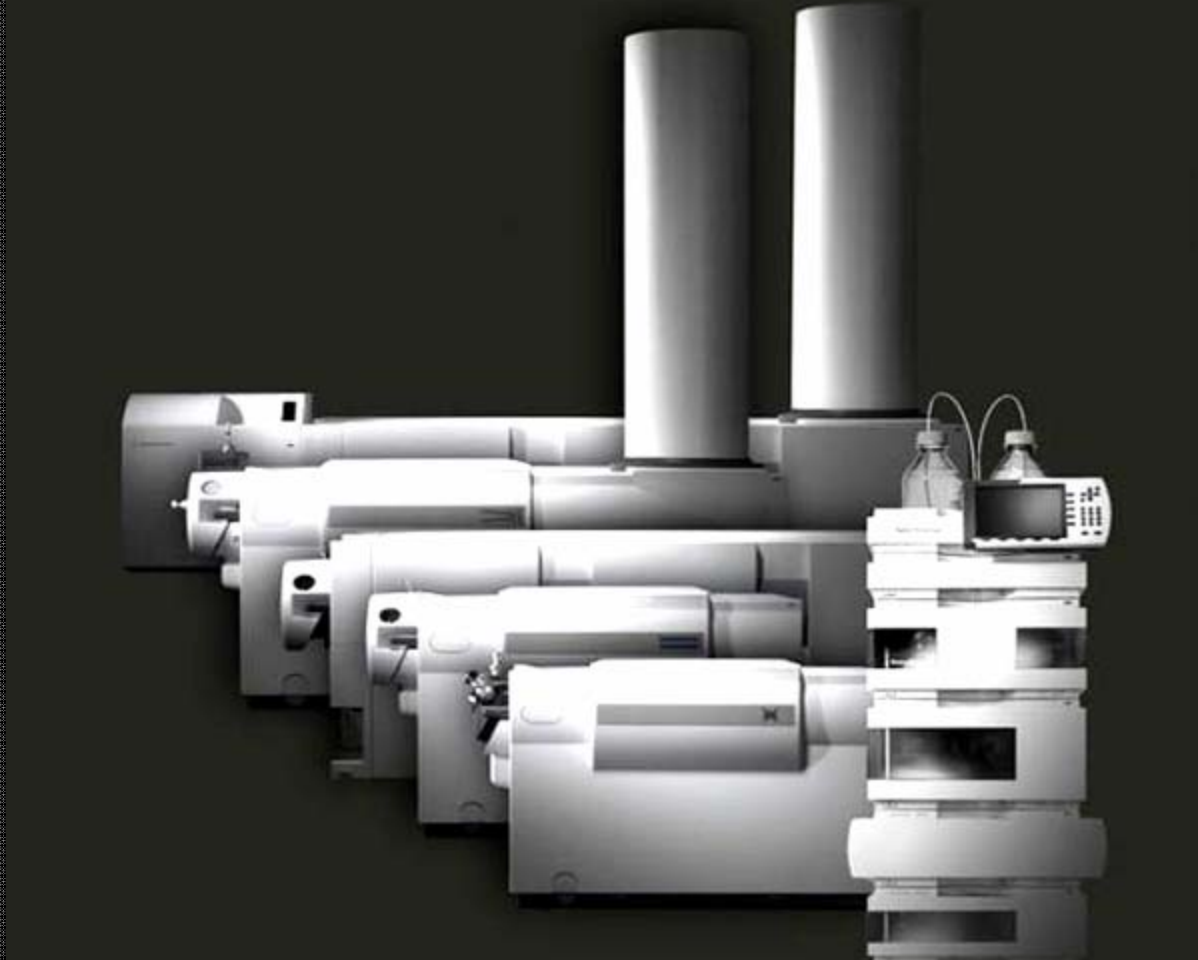


MS Industry's  
Unmet Need:

## **PRODUCTIVITY**

- More Reliability
- Easier to Use
- Handle Complex Samples

# Agilent 6000 Series LC/MS Portfolio



**All the Performance, All the Time**

# New 6000 Series LC/MS Systems

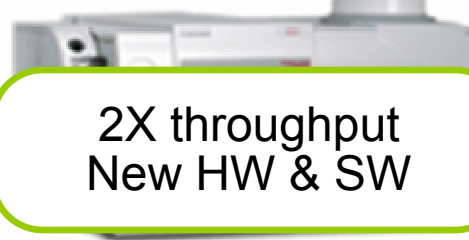
1200 Series  
Single Quad

Update



6210 TOF

Update



2X throughput  
New HW & SW

6300 Series  
Ion Traps

Update



Post-translational  
modifications  
New HW & SW

6410 Triple Quad

NEW



6510 QTOF

NEW



# 6410 Triple Quad LC/MS

High End MS Performance,  
Unprecedented Cost of Ownership

[Order Now](#)

**Femtogram sensitivity**

**Excellent reproducibility**

**Multiple cost of ownership advantages**

- ✓ Best Price-Performance: 30-50% lower price than comparable systems
- ✓ Auto-tune that truly works! For Skilled and unskilled operators
- ✓ New quantification software for tasks considered un-automatable
- ✓ Reliable and ease-of-use

**Food, Environmental, Chemical, Forensics, Pharmaceutical, Metabolomics**



# 6510 QTOF LC/MS

Accurate Mass, Ion-trap Sensitivity:  
Versatility that will Redefine QTOF

Order May 1



**Most information from complex samples**

**Highest confidence ID of unknowns**

- ü 10X sensitivity advantage (Attomole MS and MS/MS)
- ü 2X typical mass accuracy (1 to 3 ppm MS, 5 ppm MS/MS)
- ü Wide in-scan dynamic range covers 3.5 decades
- ü Fast scan speeds (20/s) at up to 15,000 Resolving Power
- ü Autotune saves time, enhances performance

**Proteomics, Metabolomics and Pharmaceutical**

# Beyond the Instrument

## Separations

- 1200 RR LC
- > 900 columns
  - MARS-Immunodepletion
  - mRP
- HPLC-Chip

## Ion Sources

- Dual electrospray (ESI)
- Dual nanospray
- APCI
- APPI
- CE-TOF
- PDF-MALDI
- Multimode

## Software

- Shared MS SW Workstation
- Application SW
  - Profiling
  - Confirmation
  - Identification
- Links to 3rd parties and customer IT

**Faster, more accurate insight into more samples**

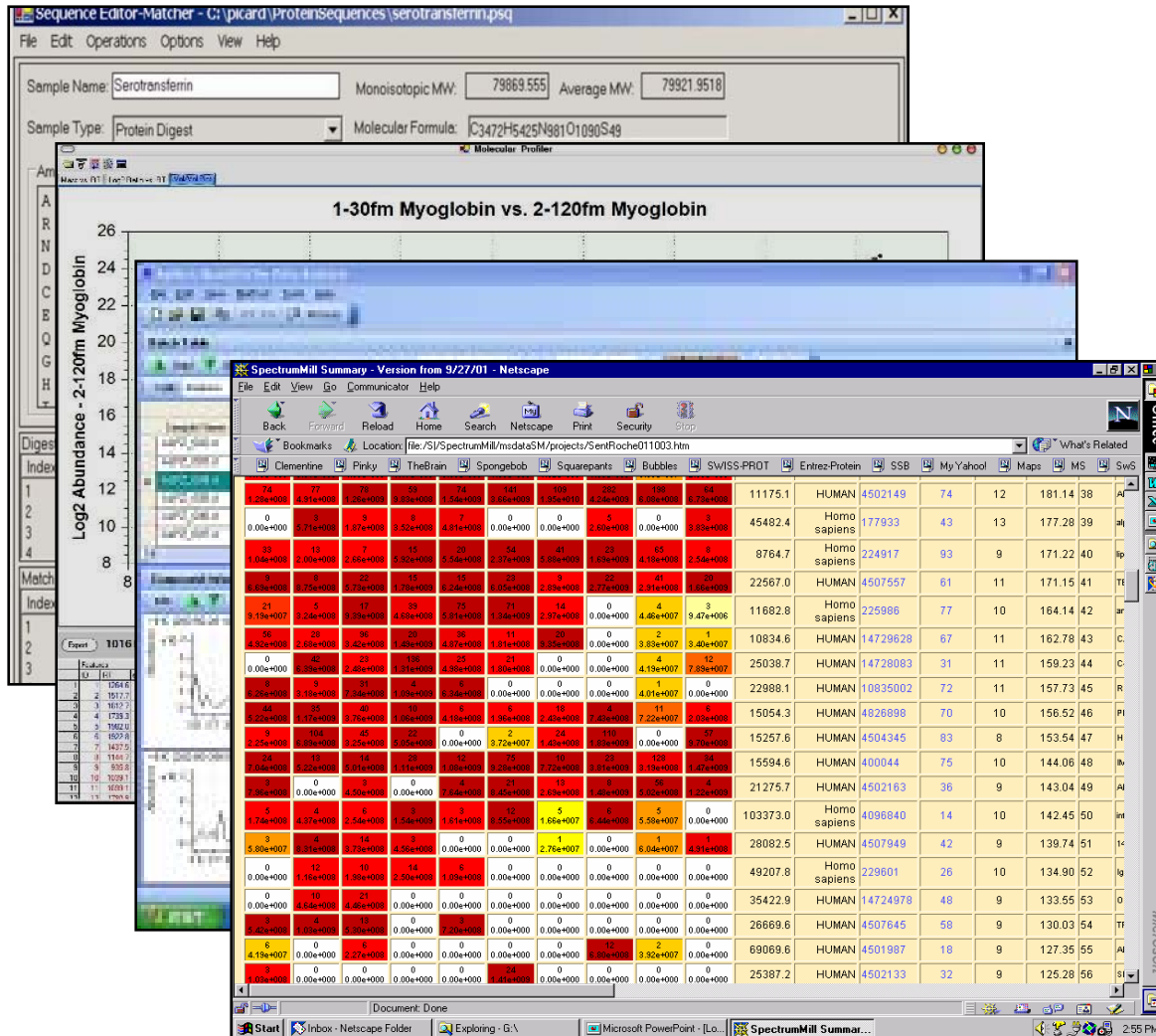
# New Agilent MassHunter Workstation Software

## MassHunter Workstation

- Data Acquisition/Control
- Qualitative Analysis
- Quantitative Analysis

## Application Software

- Mass Profiling
- Easy Access
- Spectrum Mill
- Bioconfirmation
- GeneSpring



# New MS Application Software Products

**Profiling & Expression**

**What is different across these samples?**

Mass Hunter Workstation  
MassHunter Profiler  
GeneSpring

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**Identification & Quantitation**

**What is in the sample?  
How much is there?**

Mass Hunter Workstation  
Spectrum Mill for  
MassHunter Workstation

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**Systems Biology**

**How do genomics, proteomics, metabolomics results compare?**

GeneSpring

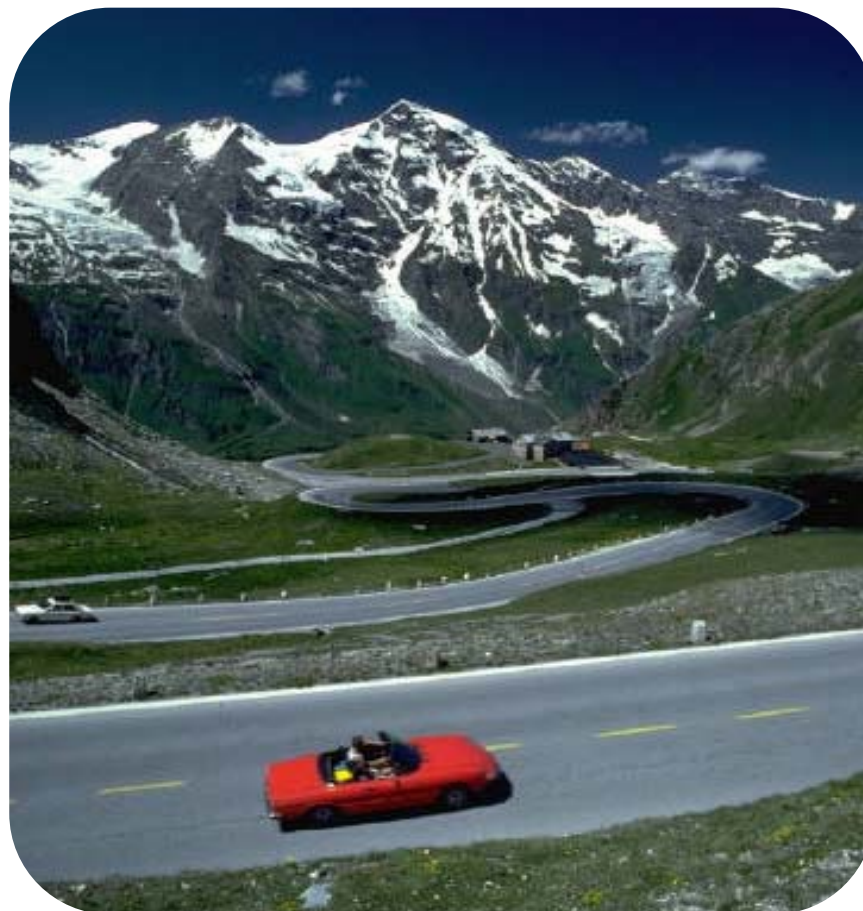
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**Confirmation**

**Is this compound what I expected it to be?**

BioConfirm

# Agilent LC/MS Today



**Performance Meets Reliability & Ease of Use**

# Agilent's Commitment

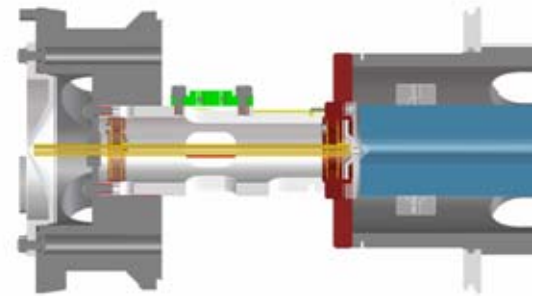
## Become a major LC/MS player

- Make significant LC/MS investments
- Portfolio to address any application



## Apply world class engineering

- Innovate MS analytical performance
- Build-in Agilent quality and reliability
- New software, with greater ease of use
- Integrate with “state of the art” LC



## “Best in industry” service and support





# Pittcon 2006: **New OpenLAB Software Platform**

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**Jim Miller**

Director of Business Development  
Laboratory Informatics

Life Sciences & Chemical Analysis



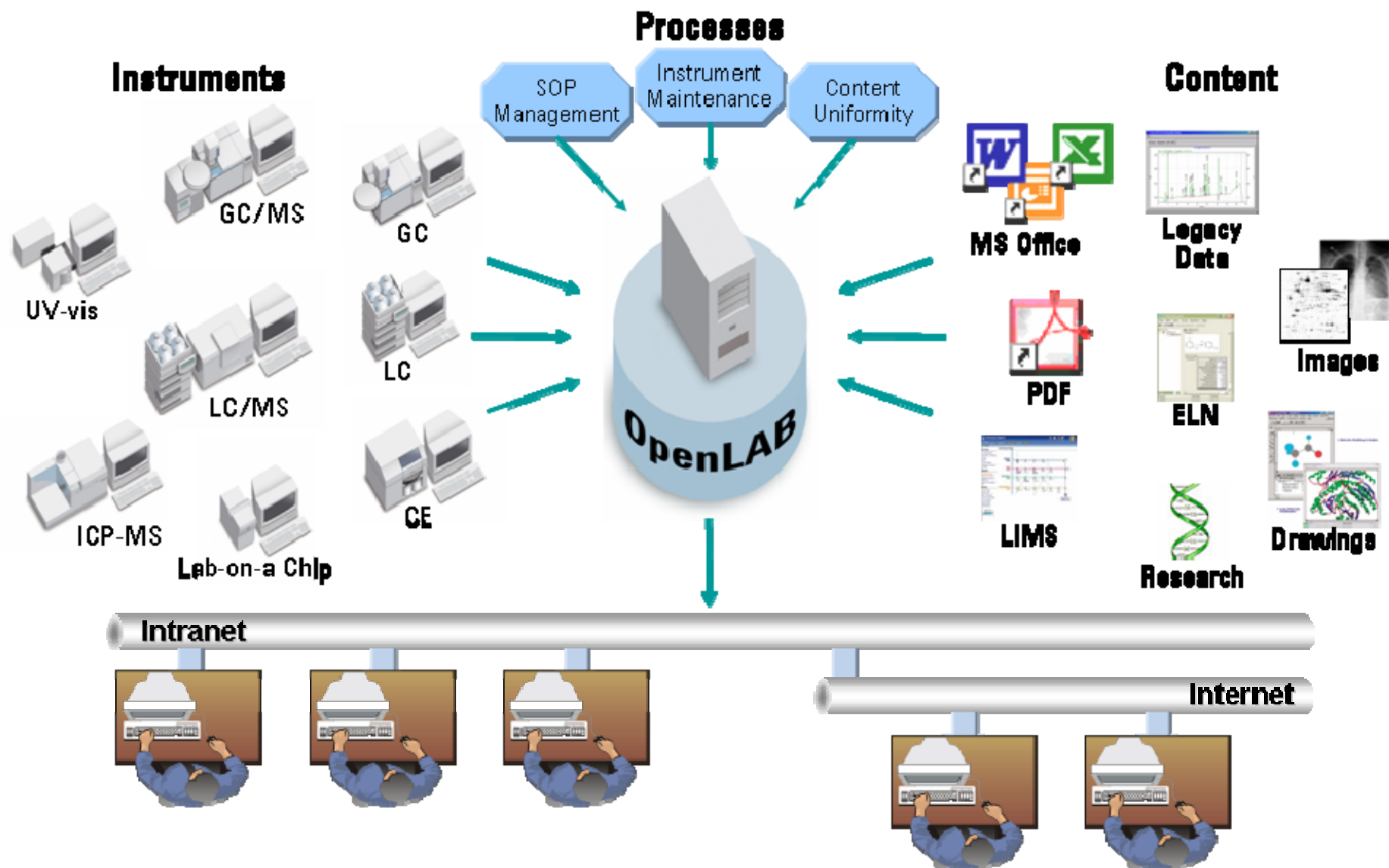
**Agilent Technologies**

# Agilent OpenLAB Integrated Software Platform



**All Instruments, All Content, One Software**

# Managing information across the lab & beyond



## OpenLAB - unifying your lab to help increase productivity, decrease costs and ensure compliance

- Access instruments and information instantly
- Reduce operator costs with a common interface
- Enable collaboration among coworkers, across sites
- Streamline processes, reduce errors
- Reduce IT and validation costs
- Protect information assets, preserve data



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**Chris van Ingen**  
**President**  
**Life Sciences & Chemical**  
**Analysis**



**Agilent Technologies**